

Prowadzący	Jacek Jakubczak
Oferta PJO*	TAK
Oferta PJOE*	TAK
Kierunek, rok, stopień dla PJO	
Semestr roku 2022/2023	letni**

* PJO – przedmiot w języku obcym dla studentów polskich / PJOE – przedmiot w języku obcym dla studentów Erasmus+

** zostawić właściwe

BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

Module name	Negotiations
Erasmus code	E-ERASMUS-N
ISCED code	
Language of instruction	English
Website	https://www.umcs.pl/en/courses-in-english,21103.htm (dla PJOE)
Prerequisites	
ECTS points hour equivalents	Contact hours (work with an academic teacher): 15 Total number of hours with an academic teacher: 15 Number of ECTS points with an academic teacher: 2 Non-contact hours (students' own work): 15 Total number of non-contact hours: 15 Number of ECTS points for non-contact hours: 1 Total number of ECTS points for the module: 3
Educational outcomes verification methods	Activity during class and exercises, oral exam
Description	There are two main objectives of the course. First is to provide information on most important topics regarding types of negotiations, different styles and strategies that can be used in negotiations, coalition building, reaching agreement, negotiating disputes and dealing with cultural differences in negotiations. Second objective is to develop useful life skills of negotiations by using aforementioned knowledge in practical negotiation exercises.
Reading list	1. R. J. Lewicki, B. Barry and D. M. Saunders, <i>Negotiation</i> , New York: McGraw-Hill, 2014. 2. R. Fisher, W. L. Ury and B. Patton, <i>Getting to Yes: Negotiating Agreement Without Giving In</i> , Penguin, 2011. 3. L. Thompson, <i>The Mind and Heart of the Negotiator</i> , Pearson Education, 2014.
Educational outcomes	KNOWLEDGE <ul style="list-style-type: none"> 1. about different negotiation types 2. about different styles of negotiations and different negotiation strategies 3. about cultural differences in negotiation and how to overcome them SKILLS <ul style="list-style-type: none"> 1. practical negotiation skills 2. to prepare for negotiations and anticipate partners behaviour 3. to conclude negotiations with lasting agreement ATTITUDES <ul style="list-style-type: none"> 1. confidence in presenting and defending own interest 2. ability to better understand partner needs 3. open thinking and creativeness in developing new solutions
Practice	n/a

INFORMATION ABOUT CLASSES IN THE CYCLE

Website	https://www.umcs.pl/en/courses-in-english,21103.htm (dla PJOE)
Educational outcomes verification methods	Activity during class and exercises, oral exam
Comments	
Reading list	<ol style="list-style-type: none"> 1. R. J. Lewicki, B. Barry and D. M. Saunders, <i>Negotiation</i>, New York: McGraw-Hill, 2014. 2. R. Fisher, W. L. Ury and B. Patton, <i>Getting to Yes: Negotiating Agreement Without Giving In</i>, Penguin, 2011. 3. L. Thompson, <i>The Mind and Heart of the Negotiator</i>, Pearson Education, 2014.
Educational outcomes	<p>KNOWLEDGE</p> <ol style="list-style-type: none"> 1. about different negotiation types 2. about different styles of negotiations and different negotiation strategies 3. about cultural differences in negotiation and how to overcome them <p>SKILLS</p> <ol style="list-style-type: none"> 1. practical negotiation skills 2. to prepare for negotiations and anticipate partners behaviour 3. to conclude negotiations with lasting agreement <p>ATTITUDES</p> <ol style="list-style-type: none"> 1. confidence in presenting and defending own interest 2. ability to better understand partner needs 3. open thinking and creativeness in developing new solutions
A list of topics	<ol style="list-style-type: none"> 1. Introduction to negotiations. 2. Two party distributive negotiations. 3. Two party integrative negotiations. 4. Critical skills for negotiator. 5. Negotiating disputes. 6. Job negotiations. 7. Cross-cultural negotiations.
Teaching methods	Informative lecture, presentation, negotiations in practice
Assessment methods	Attendance, activity during class and exercises, oral exam